FSC-34-B	2/18/98
SUBJECT: WINSTON Update	

DISTRIBUTION:

X	AVP	X	KAM	X	DM
X	RSM	X	AM	X	RM
X	RBM	X	AE		Sales Rep
X	ROM				Retail Rep

cc: JAMET 2/20

(Please distribute to all Sales and Retail Representatives.)

Objective: Update on WINSTON share performance and status of new and current retail programs.

Purpose: Ensure continued success of WINSTON at retail.

- **Share Performance (as of December 1997)**
  - WINSTON SOM has grown since the reintroduction in August by .31. Base styles have grown .38 driven primarily by the box styles. The growth came despite increased levels of competitive activity. We need to insure we keep the momentum up at retail to continue WINSTON's share growth.

- **No Bull 5 - 70¢ Off 2 Promotion**
  - Promotion was designed to enhance the equity of WINSTON, along with leveraging the "No Bull" positioning with NASCAR/WINSTON Cup Racing. It should **not** be viewed as a discounting promotion, but rather as a vehicle to get the "No Bull 5" promotion message to the consumers.
  - Suggestion: Work with your retailer to build a special NASCAR/WINSTON Cup Racing thematic display featuring the No Bull 5 - 70¢ off 2-pack promotion, ballot box and dangler to create "big brand" presence.
  - Based on Field input, beginning with the May promotion, the 70¢ off 2 message will be more prominent on both the sleeve and the display to ease in retail execution.
  - 70¢ off 2 punch-out button will be moved to the front of the sleeve for easy removal.
  - "Special Offer" VPRs are available for those chains needing a removable VPR (#534695).

- **Advertising Priorities**
  - Priority for placement of advertising is "No Bull 5" pieces to include the banner, dangler, easel card and decal. Please refer to the recently mailed "Get It Straight" brochures for sizes and item numbers.
  - Balance of WINSTON advertising at retail should be the recently sent changeover materials. These materials do not have the word "new" in the copy.
  - Ballot boxes should be affixed to the side of System III display top signs using twin stick wherever possible.

- **Free Pack Coupon**
  - Item #542744 (20/SKU)
  - Allocations available in SMS 3/9/98.
  - Availability Date: 3/16/98
  - Until these coupons are available, please use the multi-brand consumer mission coupons along with the 6x4 response card.

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Source: https://www.industrydocuments.ucsf.edu/docs/ghhn0000

- **WINSTON Matches**
  - To be used in Partner outlets
  - Item #538241 (each SKU contains 24 boxes of matches)
  - Allocations available in SMS on 2/18/98
  - Available immediately

- **Spanish POS (available for order in realistic quantities)**

  Small Paster - Item #538010
  19" Canopy Card - Item #538013
  19" Canopy Transparency - Item #538022
  20-Column OPM Transparency - Item #538025
  24" Package Merch. Card - Item #538031
  24" Package Merch. Transparency Top - Item #538034
  24" Package Merch. Transparency Bottom - Item #538040
  Small PPD Card - Item #538043
  6x4 Response Card - Item #538232

- **WINSTON Racing Jacket Winners list is attached**
  - List is grouped by state. Print only information that applies to your geography

It is very important we keep the momentum going on WINSTON to ensure continued success of this brand.

Program Contact: Lori O'Connor, extension #3019

R. J. REYNOLDS TOBACCO COMPANY

Attachment

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Source: https://www.industrydocuments.ucsf.edu/docs/ghhn0000

Winston Jacket Winners

FSC-34-B - Attachment

Name	Address	Apt	City	State	Zip
JEREMY L BOGGS	315 3RD ST NW		ATTALLA	AL	35954
RAY K BURKHOLDER JR	489 STEELE STATION RD		STEELE	AL	35987
BERNICE B CHASTAIN	3500 RAINBOW DR		RAINBOW CITY	AL	35906
PATRICIA S DUKE	1056 7TH ST		ONEONTA	AL	35121
RANZY D EVETT	2192 AL HIGHWAY 79		SCOTTSBORO	AL	35769
CLYDE N EVANS JR	7047 7TH ST		BRIDGEPORT	AL	35740
ANGELA T JOHNSON	1438 MIDFIELD RD		JOPPA	AL	35087
KEITH L MCALLISTER	101 COUNTY PARK RD		SCOTTSBORO	AL	35768
SHANNON D MUNIZ	HWY 77		ATTALLA	AL	35954
VERLA A O MARY	PO BOX 1016		SULLIGENT	AL	35586
DANNY R POWELL	210 E MEIGHAN BLVD		GADSDEN	AL	35903
SUSAN SEGROVES	1012 AVENUE I		BESSEMER	AL	35020
RANDALL STEED	301 N 12TH ST	# B	GADSDEN	AL	35901
PATSY J WILSON	901 RAINBOW DR		GADSDEN	AL	35901
GHAZI ABDUL ASHKAR	42212 10TH ST W	# 108	LANCASTER	CA	93534
SALIN R SWAFTA	275 E LEWELLING BLVD		SAN LORENZO	CA	94580
MOHAMMED ALMAMN ABDULLAH	28 CHESTNUT ST		TERRYVILLE	CT	6786
RIAZ KHAN	861 N HARWINTON RD		TORRINGTON	CT	6790
HANAN A KHAFAJ	161 TOLLAND TPKE		MANCHESTER	CT	6040
DAVID R POGG	84 JOHN FITCH BLVD		SOUTH WINDSOR	CT	6074
JUAN H ALVAREZ	3333 PALM AVE		HIALEAH	FL	33012
DORA BELLORIN	9666 FONTAINEBLEAU BLVD	APT 204	MIAMI	FL	33172
NADRA L BRICKNER	695 S SEMORAN BLVD		ORLANDO	FL	32807
ERIC BUTLER	1777 US HIGHWAY 17 S		POMONA PARK	FL	32181
MARCELLA C DUPONT	1140 CR 309		CRESCENT CITY	FL	32112
PEREZL FERNANDA	100520 STIRLIN B RD		COOPER CITY	FL	33024
JOSE A FERNANDOZ	5360 W 16TH AVE		HIALEAH	FL	33012
ANN C FERREBEE			NOKOMIS	FL	34275
TONTY FARSGUR	11216 PINES BLVD		PEMBROKE PINES	FL	33026
EBERAROO RAFAEL FONSECA	13655 SW 26TH ST		MIAMI	FL	33175
LAURA L GRANIMS	3953 BEE RIDGE RD		SARASOTA	FL	34233
PORFIRIO GUTIERREZ	18660 NW 67 AVE		MIAMI	FL	33015
PAUL A HALL	US 17PARADISE SHORES		CRESCENT CITY	FL	32112
LORRAINE E HARRISON	101 US 41		VENICE	FL	34292
DAVID R HILL	598 HIGHWAY 85 N		NICEVILLE	FL	32578
ROBERT D KEEN	908 E HICKORY		ARCADIA	FL	34266
MEENZA N MERCHANT	101 MOBILE AVE		ALTAMONTE SPRINGS	FL	32714
LYDIA W NEVITT	11054 NORMANDY BLVD		JACKSONVILLE	FL	32221
JOAN V NGUYEN	454 E VENICE AVE		VENICE	FL	34292
LAURIE A O BRYANT	9836 SW CR 761		ARCADIA	FL	34266
NORMAN A PENDER	6100 PINELAND RD		ORLANDO	FL	32819
VILMA REY	2230 W 68TH ST		HIALEAH	FL	33016
MICHAEL H RICH	610 TAMIAMI TRL S		VENICE	FL	34285
SHARON A SCHARF	40 S MONROE AVE		ARCADIA	FL	34266
ERIC J WALLISER	US 17PARADISE SHORES		CRESCENT CITY	FL	32112
TERRELL ADAMS	HWY 11QUICK MART		TRENTON	GA	30752
PATTY A ATKINS	244 CONN	#3	DALTON	GA	30721
CAROLYN E CANNON	231 E US HIGHWAY 80		POOLER	GA	31322
TAMMY G DAVIS			ADAIRSVILLE	GA	30103
KRISTIE M FORREST	BOS 1353		CHATSWORTH	GA	30705
MICHAEL LAWRENCE	634 HWY 82 E		GEORGETOWN	GA	31754
RAJ M PATEL			SAVANNAH	GA	31405
ERLENE L STALEY	2778 S MAIN ST		KENNESAW	GA	30144

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Source: https://www.industrydocuments.ucsf.edu/docs/ghhn0000

Winston Jacket Winners

FSC-34-B - Attachment

Name	Address	Apt	City	State	Zip
DORIS J VELL	1370 JOE FRANK HARRIS PKWY SE		CARTERSVILLE	GA	30120
VICKI J DOERR	27 W 572ROSSEVELT RD		WINFIELD	IL	60190
ROBERT W PORTER	702 VANDALIA ST		COLLINSVILLE	IL	62234
SHERRAN L PRICE	130 W BETHALTO BLVD		BETHALTO	IL	62010
JULIE C WEISS	36016 N GRANDWOOD DR		GURNEE	IL	60031
SHARON M ADERS	6661 W WASHINGTON ST		INDIANAPOLIS	IN	46241
TAMMY L DEBOY	314 SPRINGMILL DR		MOORESVILLE	IN	46158
CATHY L HATFIELD	W 19TH ST		INDIANAPOLIS	IN	46234
GEORGE L JEFFNAS	5435 NORFOLK WAY		INDIANAPOLIS	IN	46224
JIM G ADAMS	1111 VERSAILLES RD		LAWRENCEBURG	KY	40342
LOUANN BASSETT	1291 ILLVIEW BLVD		LOUISVILLE	KY	40229
JOANN BLANKENSHIP	400 MOUNT HOLLY RD		FAIRDALE	KY	40118
DONNA R BROADHURST	5719 MOUNT WASHINGTON RD		LOUISVILLE	KY	40229
MINTA G CLINARD	400 MOUNT HOLLY RD		FAIRDALE	KY	40118
JOSEPH W CULVER	8295 NEW HAVEN RD		NEW HAVEN	KY	40051
DKAVID K DEIBEL	175 MARKET PLACE DR		LOUISVILLE	KY	40229
CATHY A DOWNS	641 N MURRAY		MURRAY	KY	42071
RAMONA L EDLIN	1411 N 3RD ST		BARDSTOWN	KY	40004
DENISE M ETZIG	5115 GREENWOOD RD		LOUISVILLE	KY	40258
JACK L FINK	1923 OXFORD CIR	APT 2	LEXINGTON	KY	40504
DWAYNE M GELLHOUS	HWY 44		SHEPHERDSVILLE	KY	40165
RITA F GOLDSTEIN	603 BLOOMFIELD RD		BARDSTOWN	KY	40004
JAMES E HAMMONS	1313 WORTH AVE		SHEPHERDSVILLE	KY	40165
TOM E HARDIN	740 CEDAR GROVE RD		SHEPHERDSVILLE	KY	40165
JUDY L IMMERSON	740 CEDAR GROVE RD		SHEPHERDSVILLE	KY	40165
DEBBIE MARIE KAYS	753 W BROADWAY ST		LAWRENCEBURG	KY	40342
JOHN S KEENE	8 OLD BLOOMFIELD PIKE		BARDSTOWN	KY	40004
LINDA L KIRCHNER	5907 TOEBBE LN		LOUISVILLE	KY	40229
PAMELA R MATTINSLY	68350 S PRESTON HWY		LEBANON	KY	40150
PAM C MARKSBURY	1256 HIGHWAY 44 E		SHEPHERDSVILLE	KY	40165
CHARLIE MILLER	5339 DIXIE HWY		LOUISVILLE	KY	40216
PAT MILLS	4720 OWE HWY		LOUISVILLE	KY	40216
DENNIS A NEWTON	207 W JOHN ROWAN BLVD		BARDSTOWN	KY	40004
VICKIE E NEWCOMB	2185 US HIGHWAY 641 N		MURRAY	KY	42071
A NAPOLITAMO	5353 CAIRO RD		PADUCAH	KY	42001
ALYSSA D PRUITT	503 VILLAGE DR		ELIZABETHTOWN	KY	42701
KATHY M ROBERTSON	1040127 BY PASS		LAWRENCEBURG	KY	40342
SUSAN M ROGERS	124 PARAQUET SPRINGS DR		SHEPHERDSVILLE	KY	40165
DAVID C RUBLE	120 NORTHGATE DR		RICHMOND	KY	40475
PATTY A SHEWMAKER	2780 E BLUE LICK RD		SHEPHERDSVILLE	KY	40165
DAVID R SIDERS	985 BLOOMFIELD RD		BARDSTOWN	KY	40004
BUTCH SIMPSON	755 W BROADWAY ST		LAWRENCEBURG	KY	40342
PAUL SMITH	5001 MUD LN		LOUISVILLE	KY	40229
DAISY JANE SMITH	127 BY PASS		LAWRENCEBURG	KY	40342
CINDY TOLL	1335 ALTON RD		LAWRENCEBURG	KY	40342
CARLIS TAYLOR	11598 PRESTON HWY		LOUISVILLE	KY	40229
JANE S THOMPSON	509 W STEPHEN FOSTER AVE		BARDSTOWN	KY	40004
SCOTT VANLANDINGHAM	5020 E BLUELICK RD		SHEPHERDSVILLE	KY	40165
ANDY BOBROW	2522 UNIVERSITY BLVD W		WHEATON	MD	20902
DANIEL J DUVALL	1313 NATIONAL HWY		CUMBERLAND	MD	21502
JONNY T KEITH	2211 UNIVERSITY BLVD W	# B	WHEATON	MD	20902
STACEY L KINCAID	1501 E KRUBA ST		BALTIMORE	MD	21224
DELCIE A PENDERGAST	400 MARYLAND AVE		CUMBERLAND	MD	21502

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Source: https://www.industrydocuments.ucsf.edu/docs/ghhn0000

Winston Jacket Winners

FSC-34-B - Attachment

Name	Address	Apt	City	State	Zip
FERNZOLL SAVOY	13811 ANNAPOLIS RD		BOWIE	MD	20720
COLLEEN A ALLARD	PO BOX 601		KEZAR FALLS	ME	4047
SUSAN B BAILLARGEON	771 BROADWAY		PORTLAND	ME	4106
CHENG CARROLL	85 COUNTY RD		SCARBOROUGH	ME	4074
PETER CLARK	207 BROADWAY		PORTLAND	ME	4106
DONALD W COOK	85 COUNTY RD		SCARBOROUGH	ME	4074
FRANK M COYNE	1 CUMBERLAND ST		WESTBROOK	ME	4092
BRIAN K CROCKETT	406 MAIN ST		WESTBROOK	ME	4092
MICHELLE A DANTOS	RT 302 AND 35		N WINDHAM	ME	4062
MICHELLE L DEHART	1136 FOREST AVE		PORTLAND	ME	4103
DEIORE D DEFLORENTIS	1917 FOREST AVE		PORTLAND	ME	4103
KIM DEFAZIO	104 MAIN ST		GORHAM	ME	4038
GARY C DIPIERRO	104 MAIN ST		GORHAM	ME	4038
JULIE A FRANK	782 MAIN ST		WESTBROOK	ME	4092
ARLINE E GOODWIN	400 MAIN ST		WESTBROOK	ME	4092
STEVE JONES	152 MAINE		ST BRUNSWICK	ME	4011
JIM T MARTIN	206 BROWN ST		WESTBROOK	ME	4092
KATHY M MCGILLIAUDDY	771 BROADWAY		PORTLAND	ME	4106
EDWIN G MICHAUD	746 ROOSEVELT TRL		WINDHAM	ME	4062
STANLEY G NICKERSON	16 MAIN ST		GORHAM	ME	4038
PAULA PIERC	142 MAIN ST		SANFORD	ME	4073
JOHN POLI	44 ALFRED ST		BIDDEFORD	ME	4005
DOROTHY L ROBERTS	780 MAIN ST		WESTBROOK	ME	4092
LEON T SMITH	MAIN ST		WESTBROOK	ME	4097
JOAN M STEVENS	122 MAIN ST		SPRINGVALE	ME	4083
ALY M THURSTON	6 ALLEN AVE		PORTLAND	ME	4103
BURROUGHS JUANDA	333 HIGHWAY Z		ST ROBERT	MO	65583
JANE BRIDGES	103 DUMAS RD		RIPLEY	MS	38663
CONNIE D WILBANKS	103 DUMAS RD		RIPLEY	MS	38663
MASINE B WOLFE	411 W BROADWAY ST		LEWISTOWN	MT	59457
LISA ANN ADAMS	4606 CHAPEL GROVE SCHOOL RD		GASTONIA	NC	28052
JENNIFER P BANKHEAD	4025 YORK HWY		GASTONIA	NC	28052
TAMMY L BELK	2907 YORK HWY		GASTONIA	NC	28052
FRED E BYRD III	1010 S NEW HOPE RD		GASTONIA	NC	28054
TERRY G CALDWELL	1010 S NEW HOPE RD		GASTONIA	NC	28054
LARRY J CLARK	RR 7	BOX 863	LENOIR	NC	28645
TERESA W CLONINGER	1418 WGARRISON		GASTONIA	NC	28053
LISA S CROFTS	1410 E CHURCH ST		CHERRYVILLE	NC	28021
SHERRIE CURTIS	1410 E CHURCH ST		CHERRYVILLE	NC	28021
ANNETTE O DELLINGER	401 S LINWOOD RD		GASTONIA	NC	28052
REBECCA W FLYNN	PO BOX 1079		LELAND	NC	28451
BOBBIE B GIBSON	1010 S NEW HOPE RD		GASTONIA	NC	28054
SHRON D GRIFFIN	207 MIDDLE ST		MAXTON	NC	28364
JEFFREY D HARRIS	3601 CHAPEL GROVE SCHOOL RD		GASTONIA	NC	28052
SANDRA K HARTSOD	1201 S YORK ST		GASTONIA	NC	28052
KENNETTE HESTER	1010 S NEW HOPE RD		GASTONIA	NC	28054
PAMELA E HOOPER	2907 YORK HWY		GASTONIA	NC	28052
DONA HOYLE	2907 YORK HWY		GASTONIA	NC	28052
JOHN B KING	3681 ROBINWOOD RD		GASTONIA	NC	28054
AMANDA S LEGGETT	226 S MAIN ST		FAIRMONT	NC	28340
REGINA E MATTHEWS	7100 RAY RD		SPRING LAKE	NC	28390
CAROLYN I MCALLISTER	8 ROBINWOOD RD		GASTONIA	NC	28056
ROGER O MCCLURE	326 QUEENS RD		GASTONIA	NC	28052

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Winston Jacket Winners

FSC-34-B - Attachment

Name	Address	Apt	City	State	Zip
WENDY D MOORE	4606 CHAPEL GROVE SCH RD		GASTONIA	NC	28052
BILLY J NANCE	1418 WGARRISON		GASTONIA	NC	28053
KHAIRUNNISSA RAHIM	2308 S STERLING ST		MORGANTON	NC	28655
BARBARA K REEVES	401 S LINWOOD RD		GASTONIA	NC	28052
WILLIAM B STRAUGHN	4317 ARENDELL ST		MOREHEAD CITY	NC	28557
ROBERT STEPHENS	1010 S NEW HOPE RD		GASTONIA	NC	28054
DOLLY R STOKES	266 CORNERSTONE		GASTONIA	NC	28052
PAUL J CARDINAL	17-A FARMINGTON RD		ROCHESTER	NH	3867
JULIE COATES			FREEDOM	NH	3836
MARY J HANSELL			WOLFEBORO	NH	3894
PATRICIA A HANEWICH	BACHELOR RD		SEABROOK	NH	3874
HEIDE MAYRENEN	66 MEADOW ST		SANBORNVILLE	NH	3872
THOMAS C STRANGE	RT 125		BARRINGTON	NH	3825
AUDREY CLARKIN	260 ROUTE 37 W		TOMS RIVER	NJ	8755
ANWAR JAMAC AHANI	735 NEWARK AVE		ELIZABETH	NJ	7208
MALKIT HOONDAL	584 RANCOCAS RD		WESTAMPTON	NJ	8060
SAILESH KADAKIA	54 WASHINGTON AVE		CARTERET	NJ	7008
SHAKESH J PATEL	145 AMBOY AVE		WOODBRIDGE	NJ	7095
HARSHIT H PATEL	533 MAIN ST		SOUTH AMBOY	NJ	8879
SANGITA H PRAJAPATI	620 LEMOINE AVE		FT LEE	NJ	7024
MICHAEL R RAGLIN	3164 ROUTE 88		PT PLEASANT	NJ	8742
SUSAN D SAMPLE	153 MAIN ST		LINCOLN PARK	NJ	7035
DAVID J CARTER	691 GLEN COVE RD		GREENVALE	NY	11548
DANNY CHAN	2363 MIDDLE COUNTRY RD		CENTEREACH	NY	11720
KELLY E CHODAT	7512 FINNEY BLVD		MALONE	NY	12953
JOHN CUCCI	23 YARDLEY LN		NESCONSET	NY	11767
FRANK FAGGIANO	1913 LONG POND RD		ROCHESTER	NY	14606
SEDAT GULSEN	153 MIDDLE COUNTRY RD		RIDGE	NY	11961
LAMIS HAMRI	357 TUCKAHOE RD		YONKERS	NY	10710
LYLE S HEWITT	1325 UPPER MOUNTAIN RD		LEWISTON	NY	14092
ZIAD HIJAZIN	582 WARBURTON AVE		HASTINGS ON HUDSON	NY	10706
JEFF S KENNEDY	490 N PERRY ST		JOHNSTOWN	NY	12095
SULEYMAN KAZDAL	1331 MOTOR PKWY		HAUPPAUGE	NY	11788
JANG HYUN KIM	317 SAW MUKK RIVER RD		YONKERS	NY	10701
MIKE LEE	110 W 30TH ST		NEW YORK	NY	10001
MOHAMMAND I MOUSSA	354 TUCKAHOE RD		YONKERS	NY	10710
WILLIAM P MUSCARA	90A WASHINGTON DR		CENTERPORT	NY	11721
VINOD NAIR	925 NEPPERHAN AVE		YONKERS	NY	10703
GLADYS G PRINCIPE	51 BROADWAY		GREENLAWN	NY	11740
DEBBIE L RIFENBURGH	RT 67		JOHNSONVILLE	NY	12094
WILLIAM J WAREHAM	441 CENTRAL AVE		BETHPAGE	NY	11714
TAMARA J BASSETT	8169 TROY PIKE		HUBER HEIGHTS	OH	45424
RICKEY D BAUGH	104 PLAZA DR		SAINT CLAIRSVILLE	OH	43950
CHARLES R BANKS	1701 STATE ROUTE 139		PORTSMOUTH	OH	45662
RAKESH M BHAKTA	2221 BROOKPARK RD		PARMA	OH	44134
TAMMY M BLOCK	760 LITTLE JOHN		VINTON	OH	45686
DEB CAUDILL	4 TH ST		MANSFIELD	OH	44906
BRENDA L CHAMBERS	521 LINCOLN AVE		LANCASTER	OH	43130
PAULA L COLLINGSWORTH	HWY 6978COUNTY LINE DR		SPRINGFIELD	OH	45502
LEANN DUNN	1547 NYE AVE		POMEROY	OH	45769
MICHELL GRUBBS	8978 UNITED LN		ATHENS	OH	45701
J R HAVENER	2260 HELLER RD		ALPHA	OH	45301
MARK A JACKSON	2051 US HIGHWAY 23 N		DELAWARE	OH	43015

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Winston Jacket Winners

FSC-34-B - Attachment

Name	Address	Apt	City	State	Zip
CHIHAB H JAROUCHE	3380 LAGRANGE ST		TOLEDO	OH	43608
CYNTHIA D KING	382 N 2ND AVE		MIDDLEPORT	OH	45760
ELAINE I LEOPOLD	5748 LAKE RD E		GENEVA	OH	44041
CYNTHIA K MACE	319 E STATE ST		ATHENS	OH	45701
ROBIN L MCGEE	1314 E MAIN ST		TROY	OH	45373
BREWIE MOORE	500 E COLUMBUS ST		KENTON	OH	43326
VICKIE L NOTE	22 KERN ST	# B	ATHENS	OH	45701
BARBARA K PHILIPS			POMEROY	OH	45769
KIMBERLY E PIERCE	3217 SEAMAN ST		OREGON	OH	43616
HEATHER L ROSSIE	1602 DAGRANGE ST		TOLEDO	OH	43608
DONNA L RUSSELL	2260 HELLER RD		ALPHA	OH	45301
MICHAEL T SANKOVICK	1065 LOST NATION RD		WILLOUGHBY	OH	44094
OMAR A SMIDI	3380 LAGRANGE ST		TOLEDO	OH	43608
SHIRLEY A SMITH	RT 1JCT 160 AND 689		RADCLIFF	OH	45695
THERESA I STILLMAN	38513 LAKE SHORE BLVD		WILLOUGHBY	OH	44094
HEATHER B WEBB	925 E COLUMBUS ST		KENTON	OH	43326
BRENDA S WOODROW	306 E MAIN ST		POMEROY	OH	45769
SK M AHMED	321 S ELM PL		BROKEN ARROW	OK	74012
LORI BAYER	101 S DUFFY RD		BUTLER	PA	16001
STEVE W BITNER	1175 LOCKES MILL RD		MILROY	PA	17063
ERIC W BROCIOUS	PO BOX 19		DIXONVILLE	PA	15734
PATRICK L CANFIELD	400 W JEFFERSON ST		BUTLER	PA	16001
SUZANNE M CLAUS	5801 FORWARD AVE		PITTSBURGH	PA	15217
BRIAN W COSTA	407 STOYSTOWN RD		SOMERSET	PA	15501
CHUCK A CVITKOVIC	2750 DUSS AVE		AMBRIDGE	PA	15003
ROBIN I DAVIS	1577 FOREST HILLS DR		SALIX	PA	15952
GARY R GONGLOFF	RT 711ROADWAY PLAZA		SEWARD	PA	15954
SARAH D HOCK	1141 MEMORIAL HWY		OLEY	PA	19547
WILLIMA HOOD	516 MOUNT ROYAL BLVD		PITTSBURGH	PA	15223
CONNIE S HOCHSTEIN	RT 711ROADWAY PLAZA		SEWARD	PA	15954
DANIEL D KASTRONIS	2305 ONEIL BLVD		WHITE OAK	PA	15131
STEPHEN C KOCH	400 W JEFFERSON ST		BUTLER	PA	16001
MARK S KRADEL	400 W JEFFERSON ST		BUTLER	PA	16001
DONALD F LONG	159 MAIN ST		WORTHINGTON	PA	16262
PHYLLIS M MCCRAKEN	RR 2	BOX 2	TYRONE	PA	16686
WILLIAM D MCCARTNEY	903 PENNA AVE		TYRONE	PA	16686
TAMMI MONTAGNA	100 OHIO RIVER BLVD		BADEN	PA	15005
AMIT K PATEL	203 W STATE ST		DOYLESTOWN	PA	18901
JAMES W PARDEE	RT 711ROADWAY PLAZA		SEWARD	PA	15954
SALVATORE J RICCARDO	617 3RD ST		DUNMORE	PA	18512
BARBARA SLOVINSKY	RT 6		MAYFIELD	PA	18433
HOPE E STITZER	308 E WYOMISSING AVE		MOHNTON	PA	19540
RONT BROBST	36 PASSAIC RD		GOOSE CREEK	SC	29445
RICKY M CROUCH	40 JA COCIN BYPASS		CHESTER	SC	29706
BARBARA W CRAWFORD	1510 HWY 55		CLOVER	SC	29710
HERBERT J IYE III	2539 W WHITNER ST		ANDERSON	SC	29624
CAROLYN J ENGLISH	642 SAINT ANDREWS BLVD		CHARLESTON	SC	29407
KATHERINE E GILBERT	44 HWY 49		LAKE WYLIE	SC	29710
GARY A HALL	1291 ISLAND FORD RD		INMAN	SC	29349
TONYA W HARIS	PO BOX 109		POMARIA	SC	29126
SHERRY A JENNINGS	3065 LESSLIE HWY		ROCK HILL	SC	29730
TIM L MARTIN	PORTER RD		ROCK HILL	SC	29730
DEWEY A MAYFIELD	1116 CHEROKEE AVE		GAFFNEY	SC	29340

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Winston Jacket Winners

Name	Address	Apt	City	State	Zip
ROSIE L MCAFEE	1510 HWY 55 E CLOVER		CLOVER	SC	29710
CARLA F MOORE	717 1/2 E LIBERTY ST		YORK	SC	29745
JENNIFER LYNN PRICE	11339 OLSON HWY		PROSPERITY	SC	29127
FRANK RASO	6002 SAINT ANDREWS RD		COLUMBIA	SC	29212
DORA SPARKMAN	44 HWY 49		LAKE WYLIE	SC	29710
JANET A WIMBERLEY	460 HALL SPENCER RD		CATAWBA	SC	29704
BONNIE F WRIGHT	5595 HIGHWAY 5		CATAWBA	SC	29704
ANGELA D WALL	4850 CHARLOTTE HWY		LAKE WYLIE	SC	29710
ROBIN F BENNETT	1174 LONG HOLLOW PIKE		GALLATIN	TN	37066
MILDRED COTTRELL	4858 HIGHWAY 58		CHATTANOOGA	TN	37416
MARK A DAHON	201 GLENROSE AVE		NASHVILLE	TN	37210
COLEMAN E JAMES	416 MILL ST		PULASKI	TN	38478
SHELLY M LASTU	71 BELLMEADE		JACKSON	TN	38301
PATRICIA A LANE	111 INDUSTRIAL RD		GRAY	TN	37615
JOE W LONGMIRE	8432 WASHINGTON PIKE		CORRYTON	TN	37721
WILLIAM DALE MCMURTRY	937 LOUISVILLE HWY		GOODLETTSVILLE	TN	37072
BETTY J MCNULTY	1831 US HIGHWAY 45 BYP		JACKSON	TN	38305
KIRTI NAIK	3918 RINGGOLD RD		EAST RIDGE	TN	37412
SUNIL G PATEL	6670 N MAIN ST		GOODLETTSVILLE	TN	37072
PATRICKD POLLOCK	435 11TH AVE N		NASHVILLE	TN	37203
DARRELL WILKEY	7302 KHEA COUNTY HWY		DAYTON	TN	37321
SAMMY G WYLIE	3177 NEWPORT HWY		SEVIERVILLE	TN	37876
GLENDA S STIDHAM	PO BOX 49		DUFFIELD	VA	24244
RONNIE J BANCROFT	RR 4	BOX 2110	MONTPELIER	VT	5602
CYNTHIA THURMANN	1101 GROVE AVE		RACINE	WI	53405
JANET L BROWN	204 KANAWHA AVE		RAINELLE	WV	25962
ALVIN RAY CHRISMAN			MARTINSBURG	WV	25401
DEBRA A COMPTON	826 MAIN ST E		OAK HILL	WV	25901
SHARON A COX	RR 2	BOX 202A	INWOOD	WV	25428
ROY L HALL JR	PO BOX 130		GHENT	WV	25843
LYNN A HAYNES	1531 6TH AVE		HUNTINGTON	WV	25701
VIRGINIA L HAMRICK	204 KANAWHA AVE		RAINELLE	WV	25962
DOLORES A HENSLEY	810 CAPITOL ST		SPENCER	WV	25276
WESLEY D MCCOY	404 SW ST		BERKELEY SPRINGS	WV	25411
JENNIFER A MITCHELL	361 MAIN ST		SPENCER	WV	25276
IRIS J PECK	500 S WASHINGTON ST		BERKELEY SPRINGS	WV	25411

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To: Noonan, R, Alessandra, C, Ridge, Robert, Burrows, Robert, Smith, Richard A., Cote, Raymond A., Leonard, John M., Norris, Chuck H., Sheft, S N., Macleod, Stephen, Beard, R L., Steele, Robert R., Coslett, Job H., Page, Cynthia, Eckardt, Diane C., Salerno, Joseph S., Sheltra, Marlowe, Close, Scott P., Bain, Georgia A., Tisinger, Michael D., Haskin, Susan J., Huntoon, Lynne D., Howard, M S., Orlando, Joseph J., Neaf, D M., Morris, M E., Levenstein, Howard S., Davignon, Barry A., Thompson, Timothy J., Clary, Nancy A., Miller, D S., Whiting, James R., Patterson, David P., Davis, Robert J., CHICCARELLI, John J., Doak, Donna L., Smith, P E., Martin, Holly G., Pianowski, Robert J., Wallon, Laura J.
From: 1610 - Buffalo ROU (BRZEZIE)
Posted: 2/19/98 11:55
Opened: 2/19/98 13:49
Subject: FWRD: FSC-34-B WINSTON Update

forwarding the following - a copy will be sent to all RR's in this week's mailing.....

========== <Forwarded Letter> ==========
From: Davis, Carla C.
To: 1610
Subject: FSC-34-B WINSTON Update
Posted: 02/18/98 21:20
Priority: Normal Priority

Microsoft Mail v3.0 (MAPI 1.0 TransportA) IPM.Microsoft Mail.Note
From: Davis, Carla C.
To: 1000 - North East Sales Area
1100 - Boston Region
1110 - Boston ROU
1140 - Boston Chain
1200 - New York Region
1210 - New York ROU
1240 - New Jersey Chain
1244 - New York Chain
1300 - Philadelphia Region
1310 - Philadelphia ROU
1340 - Philadelphia Chain
1600 - Buffalo Region
1610 - Buffalo ROU
1642 - Syracuse Chain
1645 - Buffalo Chain
1700 - Pittsburgh Region
1710 - Pittsburgh ROU
1740 - Pittsburgh Chain
1742 - Harrisurg Chain
1744 - Cleveland Chain
1800 - Cinncinati Region
1810 - Cinncinati ROU
1840 - Cinncinati Chain
1842 - Louisville Chain
1844 - Columbus Chain
1846 - Indianapolis Chain
Albers, Gary <KAM> 1846
Alessandra, Cheryl <AM> 1645
Battle, Herbert <AM> 1642
Belniak, Mike <KAM> 1140
Bomgardner, Denny L. <KAM> 1340
Burke, Helen <AM> 1142
Casabella, Terry <AM> 1842
Coleman, Brian <KAM> 1744
Cunningham, David L. <AM> 1740
Divito, Patrick <AM> 1740

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Dobrowolski, R E. <ROM> 1710
Duszynski, Renee <KAM> 1645
Evanchik, Audrey E. <AM> 1240
Fitzin, Thomas J. <RBM> 1100
Fricke, R. H. <AM> 1340
Gittins, John D. <AM> 1744
Godby, Joel <AM> 1840
Gohn, Lonnie <AM> 1742
Groll, Art P. <AM> 1244
Hammond, Matt <KAM> 1840
Helm, Robbie <RM> 1732
Herlihy, James <AM> 1742
Jandes, Jeffrey K. <RBM> 1700
Keeney, David W. <KAM> 1642
Klahm, Chuck <MC> 1810
Kuruc, Nick <KAM> 1240
Lintzenich, Jack D. <AM> 1844
Majer, Steve <AM> 1340
Manos, Steven <AM> 1140
McCleary, Neal <KAM> 1844
McGovern, Mitchell <KAM> 1740
McLean, Jim <AM> 1642
Merusi, Jim L. <KAM> 1142
Metzger, Tamara <SC> 1810
Miller, Michael <KAM> 1842
Miskewycz, Ihor <AM> 1744
Morris, Jim <KAM> 1340
Moser, Curt <KAM> 1742
Moulton, George <KAM> 1244
Natale, Francis V. <RBM> 1600
Payne, Scott <AM> 1740
Perez, Frank J. <AM> 1244
Petrone, Mike J. <AM> 1340
Piscitelli, Jim <AE> 1000
Rago, Joseph M. <AM> 1340
Sampson, Tyrone <RBM> 1300
Schroer, Scott <AM> 1840
Schwalm, Sharon <AM> 1642
Scott, Theresa <AM> 1146
Sullivan, Mike E. <AM>
Tanchyk, Richard <AM> 1642
Traylor, Richard P. <AM> 1846
Venooker, Eric <AM> 1122
Weber, Wes <AM> 1842
Webster, Sue <PC> 1810
Wright, Randy <AM> 1744
Zecca, Anthony <AM> 1645
2000 - Southern Sales Area
2100 - Winston-Salem Region
2110 - Winston-Salem ROU
2142 - Winston-Salem Chain
2144 - Charlotte Chain
2146 - Raleigh Chain
2148 - Knoxville Chain
2200 - Atlanta Region
2210 - Atlanta ROU
2240 - Atlanta Chain
2242 - Atlanta Metro Chain
2243 - Birmingham Chain
2245 - Mobile Chain
2300 - Florida Region
2310 - Florida ROU
2340 - Jacksonville Chain

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2342 - South Florida Chain
2344 - Tampa Chain
2346 - Orlando Chain
2600 - Dallas Region
2610 - Dallas ROU
2640 - Dallas Chain
2642 - Ft. Worth Chain
2643 - New Orleans Chain
2648 - Jackson Chain
2900 - Richmond Region
2910 - Richmond ROU
2940 - Washington Chain
2944 - Richmond Chain
2946 - Norfolk Chain
Arfmann, Marty J. <AM>
Atkinson, H. Grat <AM> 2148
Ayers, Moir <AM> 2142
Barney, Kevin <KAM> 2946
Bothe, James M. <AM> 2240
Bruton, John C. <AM> 2144
Carter, Charles R. <AM> 2243
Chacon, Pat <AM> 2643
Clark, James <AM> 2648
Conroy, Marianna <AM> 2944
Cook, Darnell Mark <KAM> 2642
Cook, Gilbert H. <AM> 2936
Crane, Robert <AM> 2648
Cundari, Charles <AM> 2242
Davis, Natalie <RBM> 2200
Deese, David <KAM> 2342
Ferencak, Cynthia L.<RBM> 2100
Forrey, Linda <KAM> 2344
Gesmundo, David J.
Herhold, James <AM> 2344
Howell, Lisa W. <AM> 2146
Huff, Chris S. <KAM> 2346
Jamison, Mark <AM> 2142
Keen, Randall <AM> 2146
McAllister, Ken <AM> 2944
Murphy, James <AM> 2642
Napp, Ralph V. <KAM> 2144
Nelson, David M. <AM> 2144
Noah, Bill <RBM> 2900
Ochoa, Dora <AM> 2643
Omara, Pat <KAM> 2146
Parnell, Edward <AM> 2243
Reynolds, Juacane <RBM> 2300
Robleto, Mario <AM> 2342
Rodriguez, Suzanne <AM> 2342
Rumberger, Jeff <KAM> 2640
Sanders, Julie G. <KAM>
Seltzer, Cindy L. <AM> 2245
Settle, Phil <KAM> 2340
Shaw, Rusty R. <KAM> 2240
Slaughter, W <AM> 2946
Springer, Howard <AM> 2946
Stiff, Cleveland <AM> 2642
Sullivan, Randall <KAM> 2944
Sweeney, Junie <KAM> 2643
Taylor, David A. <KAM> 2648
Thomas, E. Frank <KAM> 2242
Tress, Anthony <KAM> 2148
Trimm, Krysti <AM> 2640

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Ward, Jeffrey <AM> 2148
Wass, James A. <KAM>
Weber, Fred <RBM> 2600
Williams, Duane <ROM> 2610
Subject: FSC-34-B WINSTON Update
Date: 1998-02-18 16:20
Priority: 3
Message ID: 8235120AA1A8D1119FCE00805FE5605F
Conversation ID: FSC-34-B WINSTON Update
Attachments:
FSC34B.DOC
FSC34B.XLS

[[FSC34B.DOC : 5400 In FSC34B.DOC]]
[[FSC34B.XLS : 5401 In FSC34B.XLS]]

CC: MacWilliams, Lori

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